

Vacancy for Agripool assignment Vietnam

Company Assessment at Binh Phuoc Agri-Cooperative

Ref. nr 8440

In a nut shell

This assignment is aimed at conducting a company assessment for BP-FARM Agri-Cooperative. The company assessment aims to assess the potential of the cooperative (i.e. production, financial management, governance) and the business case to be developed.

The activities of the cooperative involve the cashew, coffee and pepper. The BP-FARM has a good ambition (increase 20% members per year), and commit sale at least 40% total harvest for the members, and provide at least 40% of total inputs costs for the members (fertilizers, seed).

Context

Bình Phước is one of the agriculturally most productive provinces of Vietnam, especially relying on cash crops such as cashew nuts, and rubber.

BP-FARM Cooperative

The Binh Phuoc Agri-cooperative (BP-Farm) established in Jan 2017, with 412 cashew growing members in district levels, and potential to expand to 1000 members or more by 2018; produce integration farm (cashew, pepper, coffee and chicken).

The structure of the BP-FARM is clear (412 farmers, three companies including Son Thanh processors and exporters; twelve factories, twenty collectors); working capitals of 100 bill VNDs; the min-membership fee is ten mill. VNDs (1st payment only); ten first founders; BP-FARM has five paid staffs.

The BP-FARM is a model of cycle value chain on hold, members of COOP including input providers, bio-fertilizer company; collectors, factories, processors, exporter) this is very unique in Vietnam and many other countries.

BP-FARM has by-law and economic development plan, value chain, and certification focus and strongly supported by BP authorities.

Challenges

- unclear management structure, neither financial
- management system
- general image of traditional cooperative is poor. Low awareness at farmer level about the potential of cooperatives and the implication of the new law
- high risks of political influence
- the cooperative is a new model, a so called farmer-led organizations. It is not clear what the position of the farmers is in the new organization.



Country: Vietnam

Period: 8-10 days during second half of April*

Deadline: March 25, 2017

Number of experts we need: 2

* in combination with # AS 8439

The assignment

Agriterra's mandate is to strengthen producers' organisations worldwide. It supports co-operative farmer-led economic development in developing countries. And acts as a facilitating agency and provides advisory and broker services to farmer-led business initiatives.

The company assessment aim to assess the current status of BP-FARM Agri-Cooperative and if Agriterra support is feasible and valuable. The company assessment is a tool developed by Agriterra to assess the overall health of a cooperative. The Agripooler is expected to conduct the tool together with another expert. They will be assisted by an Agriterra Business advisor.

The assignment aims to:

- complete the company assessment report about BP-FARM Agri-Cooperative
- advice whether to start up partnership between Agriterra and BP-FARM Agri-Cooperative
- if the company assessment shows possible partnership between BP-FARM Agri-Cooperative and Agriterra, advice on an action plan for 3 years, including midterm milestones and targets to be reached in 2017.

As input Agriterra's scoping tool is elaborated, which covers the basic information of the cooperative and describes the business case.



Profile of the agripoolers

	Profile 1	Profile 2
Knowledge	Financial management	Governance Business development
Experience	Functioning and management of agricultural cooperatives / farmer led organization	Solving of complex business cases Functioning of agricultural cooperatives
Competences	Flexible, analytical Cultural & hierarchical sensitivity Reporting skills	Flexible, easy communicator Cultural & hierarchical sensitivity Business oriented Reporting skills
Language level	Fluent in English speaking/writing	

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